

Fall 2023

## **MGMT 391-101: International Business**

Chanaz Gargouri

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**MARTIN TUCHMAN SCHOOL OF MANAGEMENT**

**International Business**

**09/5/2023 - 12/23/2023**


**MGMT 391-101**

**Class meet on Tuesdays**

**6 PM to 8:50PM**

**Kupfrian Hall 203**

**COURSE SYLLABUS**

<p>Dr. Chanaz Gargouri Phone: 201-747-4432 (text only)</p> <p><b>Email: <a href="mailto:cg496@NJIT.edu">cg496@NJIT.edu</a></b></p> 	<p>Office Hours: By Appointment Only</p>
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**COURSE DESCRIPTION**

International Business is the study of business operations that cross national boundaries. It includes transactions such as international trade in tangible and intangible goods and commodities, marketing and international service transactions, and the analysis of direct and portfolio investments made outside the domestic market. International Business studies are interdisciplinary in nature and are frequently combined with functional business studies. Particular emphasis is placed on the challenges presented by different socio-cultural, political and economic environments. Today, International Business specialists are increasingly attractive to many firms and most entry-level positions are in the functional business areas. International business specialists are also employed by the Department of Commerce; the U.S. Import Export Bank; and other federal, state, local and international agencies specializing in the areas of trade and economic development.

This course provides an introduction to international business. Topics include:

- the effects on international business decisions of cultural, political, legal, and economic forces;
- a presentation of international business basics such as trade, tariffs, exchange rate regimes, capital markets;
- a study of the comparative theoretical frameworks for establishing international business
- Enterprises, including trade and investment theory;
- effects of government intervention and aid. The role of social and economic aid organizations such as the UN, EU, IMF and World Bank will also be discussed.

The course is divided into the following 3 parts:

1. Assessing the International Business Environment
2. International Strategy
3. Investments and Development

## LEARNING OUTCOMES

At the end of this course, students will be able to:

**SLO1:** Examine the importance of the globalization of markets and interdependency of countries. (Measured through case studies)

**SLO2:** Use major perspectives and theories of IB (Measured by chapters' quizzes)

**SLO3:** Inspect the various international business opportunities. (Measured through the International Business Plan project)

**SLO4:** Analyze and identify risks, best practices, and the impact of major IB dimensions when operating overseas. (Measured by the Business plan project)

**SLO 5:** Convey ideas very clearly when writing or speaking about International Business (reinforcement, Team project Pitch).

**SLO 6:** Understands how ethical International Businesses practices impact organizational success and societal well being (reinforcement, Group project).

## TEACHING APPROACH

This course is in-person and participation is required if a student wants to do well in class. All required readings are available on CANVAS and all submissions are to be accomplished via CANVAS (no assignments sent via email or text or any other form is accepted). It is highly recommended to stay on top of deadlines for all assignments and actively participate in class discussions.

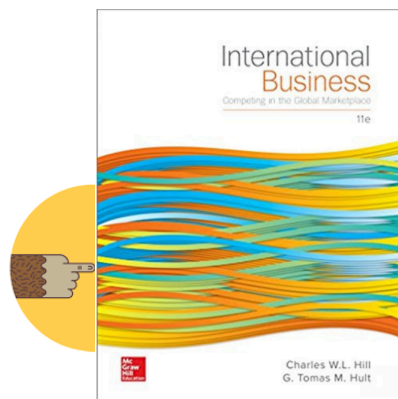
## REQUIRED TEXTBOOK

International Business: Competing in the Global Marketplace 11th Edition. Any edition is fine; I will give you the updates.

by Charles W. L. Hill Dr (Author), G. Tomas M. Hult (Author)

ISBN-13: 978-1259578113

ISBN-10: 1259578119




**Copy and Paste the link in your browser, the rent is only \$ 15.99**

**Fall 2023 Academic Calendar**

Sept	4	Labor Day. University Closed
Sept	5	First Day of Classes
Sept	11	Last Day to Add/Drop a Class
Sept	11	Last Day for 100% Refund, Full or Partial Withdrawal
Sept	12	W Grades Posted for Course Withdrawals
Sept	18	Last Day for 90% Refund, Full or Partial Withdrawal - No Refund for Partial Withdrawal after this date
Oct	2	Last Day for 50% Refund, Full Withdrawal
Oct	23	Last Day for 25% Refund, Full Withdrawal
Nov	13	Last Day to Withdraw from Classes
Nov	21	Thursday Classes Meet
Nov	22	Friday Classes Meet
Nov	23	Thanksgiving Recess Begins. No Classes
Nov	26	Thanksgiving Recess Ends
Dec	13	Last Day of Classes
Dec	14	Reading Day 1
Dec	15	Reading Day 2
Dec	16	Saturday Classes Meet
Dec	17	Final Exams Begin
Dec	23	Final Exams End

Dec	25	Final Grades Due
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**COURSE OUTLINE OF TOPICS & CHAPTERS** *(subject to modification if needed)*

<p><b>Week 1 September 4 to September 10</b> Introductions, Syllabus, and assignments</p> <ul style="list-style-type: none"><li>• Read the syllabus and Check all links</li><li>• Complete your Identity map (sample on CANVAS under Module Week 1) and Present it the first week of class. Don't forget to submit it on CANVAS, under Modules. Due by latest <b>Sunday</b> 11:59PM.</li></ul>	
<p><b>Week 2 September 11 to September 17</b></p> <ul style="list-style-type: none"><li>• Read Chapter 1: Globalization / International Business</li><li>• Complete Chapter 1 Clash. Due by latest <b>Sunday</b>, 11:59PM. You have 2 attempts for this clash.</li><li>• Complete Discussion 1. Initial post is due by <b>Friday</b> 11:59PM and replies to at least two of your fellow class mates are due by latest <b>Sunday</b>, 11:59PM</li><li>• <b>Project Part 1:</b> More details are provided on CANVAS. Due by latest <b>Sunday</b>, 11:59PM.</li></ul> <p><b>Week 3 Pre-assignment</b></p> <ol style="list-style-type: none"><li>1. Choose a developing Country and talk about its political and legal system</li></ol>	
<p><b>Week 3 September 18 to September 24</b></p> <ul style="list-style-type: none"><li>• Read Chapter 2: National differences in Political and legal systems</li><li>• Complete Chapter 2 Clash. Due by latest <b>Sunday</b>, 11:59PM. You have 2 attempts for this clash.</li><li>• Complete Project Part 2: More details are provided on CANVAS. Due by latest <b>Sunday</b>, 11:59PM.</li></ul> <p><b>Week 4 Pre-assignment</b></p> <ul style="list-style-type: none"><li>• Choose a developing Country and talk about its Economic System</li></ul>	
<p><b>Week 4 September 25 to October 1</b></p> <ul style="list-style-type: none"><li>• Read Chapter 3: National differences in Economic Systems.</li><li>• Complete Chapter 3 Clash. Due by latest <b>Sunday</b>, 11:59PM. You have 2 attempts for this clash.</li><li>• Complete Project Part 3: More details are provided on CANVAS. Due by latest <b>Sunday</b>, 11:59PM.</li></ul> <p><b>Week 5 Pre-assignment</b></p> <ul style="list-style-type: none"><li>• Choose a Country and talk about its Culture</li></ul>	
<p><b>Week 5 October 2 to October 8</b></p> <ul style="list-style-type: none"><li>• Read Chapter 4: Differences in Culture.</li><li>• Complete Discussion 2. Initial post is due by <b>Friday</b> 11:59PM and replies to at least two of your fellow class mates are due by latest <b>Sunday</b>, 11:59PM</li><li>• Complete Chapter 4 Clash. Due by latest <b>Sunday</b>, 11:59PM. You have 2 attempts for this clash.</li><li>• Complete Project Part 4: More details are provided on CANVAS. Due by latest <b>Sunday</b>, 11:59PM.</li></ul> <p><b>Week 6 Pre-assignment</b></p> <ul style="list-style-type: none"><li>• Discuss the relationship between Ethics, corporate social responsibility, and sustainability. Give an example for each</li><li>• Describe one company that is ethically and socially responsible or irresponsible</li></ul>	

**Week 6 October 9 to October 15**

- Read Chapter 5: Ethics, corporate social responsibility, and sustainability
- Complete Chapter 5 Clash. Due by latest **Sunday, 11:59PM**. You have 2 attempts for this clash.
- Complete Project Part 5: More details are provided on CANVAS. Due by latest **Sunday, 11:59PM**.

**Week 7 October 16 to October 22**



**MIDTERM EXAMINATION**

**Week 8 Pre-assignment**

Assume your organization is expanding and wants to open a sales office overseas. What modes of entry strategies would you suggest?

**Week 8 October 23 to October 29**

- Read Chapter 13 Modes of entry strategies.
- Complete Discussion 3. Initial post is due by **Friday 11:59PM** and replies to at least two of your fellow class mates are due by latest **Sunday, 11:59PM**
- Complete Chapter 7 Clash. Due by latest **Sunday, 11:59PM**. You have 2 attempts for this clash.
- Complete Project Part 6: More details are provided on CANVAS. Due by latest **Sunday, 11:59PM**.

**Week 9 Pre-assignment**

Describe one form of Foreign Direct Investment and give an example.

**Week 9 October 30 to November 5**

- Read Chapter 8 Foreign Direct Investment.
- Complete Chapter 8 Clash. Due by latest **Sunday, 11:59PM**. You have 2 attempts for this clash.
- Complete Project Part 7: More details are provided on CANVAS. Due by latest **Sunday, 11:59PM**.

**Week 10 Pre-assignment**

Identify exchange rate regimes used in the world today and why countries adopt different exchange rate regimes.

**Week 10 November 6 to November 12**

- Read Chapter 10: The foreign exchange Market.
- Complete Discussion 4. Initial post is due by **Friday 11:59PM** and replies to at least two of your fellow class mates are due by latest **Sunday, 11:59PM**
- Complete Chapter 10 Clash. Due by latest **Sunday, 11:59PM**. You have 2 attempts for this clash.
- Complete Project Part 8: More details are provided on CANVAS Due by latest **Sunday, 11:59PM**.

**Week 11 Pre-assignment**


What is the International Monetary System and What do we need to know about it?

**Week 11 November 13 to November 19**

- Chapter 11: The international monetary system
- Complete Chapter 11 Clash. Due by latest **Sunday, 11:59PM**. You have 2 attempts for this clash.
- Complete Project Part 9: More details are provided on CANVAS. Due by latest **Sunday, 11:59PM**.

**Week 12 Pre-assignment**

What is the role of the IMF in the management of financial crises? be prepared to present to the rest of the

class.	
<b>Week 12 November 20 to November 26</b>	
<ul style="list-style-type: none"><li>• Read Chapter 7: The international Trade policies</li><li>• Complete Chapter 7 Clash. Due by latest <b>Sunday, 11:59PM</b>. You have 2 attempts for this clash.</li><li>• Complete Project Part 10, more details on CANVAS</li></ul>	
<b>Week 13 Pre-assignment</b>	
Explain why global production and supply chain management decisions are of central importance to many global companies. Be prepared to present to the rest of the class.	
<b>Week 13 November 27 to December 3</b>	
<ul style="list-style-type: none"><li>• Read Chapter 17: Global Production and Supply Chain Management</li><li>• Complete Discussion 5. Initial post is due by <b>Friday 11:59PM</b> and replies to at least two of your fellow class mates are due by latest <b>Sunday, 11:59PM</b></li><li>• Complete Chapter 17 Clash. Due by latest <b>Sunday, 11:59PM</b>. You have 2 attempts for this clash.</li></ul>	
Complete Project Part 10: More details are provided on CANVAS Due by latest <b>Sunday, 11:59PM</b> .	
<b>Week 14 December 4 to December 10</b>	
In Person Presentations	
<b>Presentations due on CANVAS by December 10</b>	
<b>Week 15 December 11 to December 17</b>	
Global Business Plan Due on CANVAS by December 17	
In Person Presentations	
<b>Week 16</b>	
<b>Final Examination December 19</b>	

## ASSIGNMENTS

### ✓ Discussions (discussion 20% of your final grade) = 1000 Points (5 case studies)

Case studies cover concepts and learning points. You are to answer questions posted by your instructor on CANVAS under Discussion Board and share your opinion with the rest of the class. When appropriate, be sure to support your postings and responses with specific references to the reading(s) and/or video program(s). Cases are due by Day 5 of each week (meaning Fridays). After Friday, read a selection of your colleagues' postings and respond by day 7 to at least two of your colleagues' postings in one or more of the following ways:

- Ask a probing question.
- Share an insight from having read your colleague's posting.
- Offer and support an opinion.
- Validate an idea with your own experience.
- Make a suggestion.
- Expand on your colleague's posting.
- Each case in point is 200 points each. There are a total of 5 Discussions in point or more.

**PLEASE NOTE THAT THERE will be NO MAKEUP DISCUSSIONS.**  
**Missing the week's discussion is very similar to missing the week's class meeting.**

✓ **Chapter Clashes (100 points each, 20% of your final grade).**

- After each week (practically each chapter) you will take 10 questions Clash on CANVAS (check CANVAS under Week by Week for Clash links)
- Each Clash is 10 questions and 2 attempts are allowed for each clash. Attempts are different from each other. You have 30mn time period and need to be completed in one sitting.

✓ **All projects parts (100 points each, 20% of your final grade)**

- You will be developing a global business plan in a developing country. Check for business opportunities in a developing country and pick one business you would be interested to invest in (all businesses need to take the form of a FDI, all businesses are required to operate in that host country that you picked. Please no oil companies, no export companies, no Alcohol or Drugs Company. Discuss your choices with your Instructor before you start.
- A total of 10 parts will help you complete the final global business plan; you just have to use your Instructor's feedback to improve each part and incorporate those changes in the final draft. You can submit as many times as you wish. Best grade will be taken from each part.

✓ **Global Business Plan Project & Presentation (1000 points, 10% of your final grade: Global Business Plan, 300 points, presentation 700 points)**

- ✓ All presentation will be submitted on CANVAS. In person presentations for all Teams (all team members need to attend). You miss your presentation you get a 0. 15mn presentation per team. Check CANVAS for more details.

✓ **Midterm (250 points, 10% of your final grade)**

✓ **Final Exam (250 points, 10% of your final grade)**

✓ **Pre-assignments and Participation (25 points each, 10%)**

- At the end of each week you have a pre-assignment that needs to be completed and presented (if possible) at the beginning of each new chapter. The pre-assignments are individual efforts. If you miss to submit your pre-assignment before you come to class (every week), there will be no make up for it. You miss it; you loose the points for it.

**Project will be graded as follows:**

**Written Report:**

1) Content – 80% This is the most important part of the report. This shows your ability to find, sift through, and compile information pertinent to their results. It also shows your analytical ability in terms of determining the challenges faced and opportunities taken, and providing guidelines for successful outcomes. Thoroughness, accuracy, and keen analysis should come through in this portion of the paper.

2) Process – 20% This refers to readability, flow, logic, organization, professional look, and writing mechanics of the report. Reports should be clear, concise, structured in a logical fashion and easily readable, with a logical flow of thoughts and ideas as well as transitions between paragraphs. The report should be devoid of spelling and grammatical errors. It should also look neat and professional, adhering to paper specifications noted above.

**Presentation:**

You will present a brief summary of your findings. Presentations should be 15 minutes length or less and should cover key points. It is not necessary to present everything from your papers: you should focus on a sub-sample of the most interesting and relevant points of each section of the paper and include major challenges and opportunities as well as recommendations for future students.

Creativity is encouraged in all presentations.

**Group Work:**

Note that I will not re-assign individuals to a different group. Once set you can't change your team



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- It is the group’s responsibility to work together. Students desiring guidance on working with group members are welcome to ask me for an advice.
- If group members are unable to work together, they have the right to fire themselves or another group member(s) from their group. In this case, the fired individual(s) must complete a different international business plan and report individually, with the same specifications described above. Fired individual(s) should email me about being fired so that I can provide them with guidance.

The presentation will be graded as follows:

1. Content – 60% This aspect corresponds to your content. Evidence of thoroughness, accuracy, and a quality analysis should come through in the presentation.
2. Presentation – 20% This area refers to general presentation skills. Students should be audible, have good eye contact, come across as confident and knowledgeable, clearly state their points, and finish within the time limit. Practicing in advance is important and helpful.
3. Creativity – 20% Be creative and have fun when giving presentations. Let your creative juices flow. Do not simply read the slides at loud, but engage yourselves and the team in an active, interesting, fun presentation. You may want to do a skit, have a mock business meeting, produce a game show, or engage in other innovative presentation formats.

## TECHNOLOGY

- This class will use the University CANVAS system for course delivery and heavily depends on your use of Modules for weekly assignments and submissions.
- Students are required to use their university email accounts all the time; therefore, it is heavily recommended that you activate the school email on your devices to get notifications.
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### *Discipline for in person classes*

- All electronic devices must be turned off, not vibrate, but OFF (not allowed on your desks either). This includes cell phones, computers, iPods, iPads, Headpiece, etc. **unless instructed by the Professor otherwise.** You will be asked to leave with a violation--absence counted--no exceptions in case these instructions are ignored.
- No hats, hoodies, or baseball caps are allowed in the classroom except for religious purposes.

**STUDENTS WITH SPECIAL NEEDS** – Please let me know at the beginning of the semester about any learning accommodations you need, and make sure you have the appropriate paperwork from the Academic Dean’s Office.

**Plagiarism and cheating: Violations of professional ethics will not be tolerated.** This includes plagiarism, cheating, or false attendance. If a student is suspected of such behavior, standard University policy will be used to deal with the specific situation (see the Official Undergraduate Bulletin). *It is considered plagiarism to use online sources, texts, other students' work, etc. as your own work, so you MUST quote and cite all of your references and put phrases in your own words to avoid unintended plagiarism of Internet and other sources.*

*Academic Integrity is the cornerstone of higher education and is central to the ideals of this course and the university. Cheating is strictly prohibited and devalues the degree that you are working on. As a member of the NJIT community, it is your responsibility to protect your educational investment by knowing and following the academic code of integrity policy that is found at: [NJIT Academic Integrity Code](#).*

*Please note that it is my professional obligation and responsibility to report any academic misconduct to the Dean of Students Office. Any student found in violation of the code by cheating, plagiarizing or using any online software inappropriately will result in disciplinary action. This may include a failing grade of F, and/or suspension or dismissal from the university. If you have any questions about the code of Academic Integrity, please contact the Dean of Students Office at [dos@njit.edu](mailto:dos@njit.edu)”*

*Plagiarized work will be given a 0 or class fail and will be taken to the Dean's office.*

#### **ARTIFICIAL INTELLIGENCE (AI) USE POLICY**

*This policy covers any generative AI tool, such as ChatGPT, Elicit, etc. This includes text and artwork/graphics/video/audio.*

- 1. You are discouraged from using AI tools UNLESS under direct instruction from your instructor to do so. Please contact me if you are unsure or have questions BEFORE using AI for any assignment.*
- 2. You are always required to verify AI answers as it gives wrong answers in many cases. I urge you to learn. Be reminded that if what you do can be generated by AI, you will never learn. You should learn to add value.*

#### **COURSE POLICIES**

##### **Grading Policy**

94.5 and above	A (94.00 to 94.49 Depending on attendance and participation)
90 to 94.49	B+ (89.00 to 89.99 Depending on attendance and participation)
80 to 89.99	B (84.00 to 84.99 Depending on attendance and participation)
75 to 84.99	C+ (74.00 to 74.99 Depending on attendance and participation)
65 to 74.99	C (64.00 to 64.99 Depending on attendance and participation)
60 to 64.99	D
Below 60	F

**Note:** Grades once assigned will not be changed under any circumstances unless there is a computational error. No additional or make-up assignments or exams will be given.

**Make-up exams, Discussions, presentations.** You are expected to submit assignments on time and present on your designated dates. Written homework assignments (except Discussions) might be accepted but will lose 10 points each day after the due date. NO MAKE UP FOR DISCUSSIONS.

**Student responsibility and obligations.** Students are expected to actively participate and complete all assignments and present by the due dates.

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*Attendance.* If you are going to miss class, please notify your professor by email. Please arrive on time to class. I highly recommend that you don't miss any classes as you will miss the interaction, material covered, and the direct examples shared

**It is important to attend all sessions. An hour work with your professor is = to 3 hours work on your own.**

**Good luck and I hope you will enjoy the class**